

## REWARDS

In addition to the practical business experience Vector provides, the work offers other tangible and intangible rewards.

- Vector offers a base pay per appointment, regardless of whether a purchase is made. There is no minimum number of appointments or sales required to receive the base pay. Commissions on sales are paid weekly. Reps are guaranteed to average at least the base pay for appointments completed regardless of sales made. This program enhanced the confidence of a new representative while also maintaining comfortable purchasing environment for our customers.
- Students can advance while in college and pursue career opportunities upon graduation.
- Representatives work as independent contractors, allowing them to create flexible daily and weekly schedules.

*"The highlight of working with Vector was the people. I enjoyed the family atmosphere, the encouragement, the positive attitudes and the guidance. There was such a great support team for every one of us as sales representatives and managers. I have made friends that I will know for the rest of my life with Vector. Working for Vector changed my life professionally, academically, and personally."*

*~ Jennifer Eggert, District Sales Manager, Autotrader.com*

Vector has been a great match for tens of thousands of students. The most successful students make a commitment to the effort, respond to training with a positive attitude, and communicate frequently when they need assistance.

if you are looking for a challenge, a chance to build new skills and want to stretch your limits – apply with Vector and start on the path toward success today!

Minimum Requirements:

17 years of age and graduating senior

### INFORMATION ON YOUR LOCAL VECTOR OFFICE

Office Location:

Office Phone:

Office Manager:

To apply, please visit  
[www.workforstudents.com](http://www.workforstudents.com)



VECTOR MARKETING CORPORATION

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Skills for Life

## Summer Work With Vector Marketing



*"When I started with Vector, I was 18. I was young, scared and immature. Working with Vector helped me change and develop into a young adult. With the help of their excellent management team, as well as my peers, I learned about business, morals, life and myself."*  
~Mike Fisch, Sales Representative, Novartis Pharmaceuticals

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## BUILD SKILLS FOR LIFE

Thousands of high school graduates have prepared themselves for college success by spending a summer as a Vector sales representative. Our business is founded on 3 core values:

**PEOPLE:** Belief in the power of the individual

**PROGRAMS:** Pursuit of excellence in our sales, training, and customer service programs

**PRODUCTS:** Pride in being the sole distributor of CUTCO, the world's finest cutlery, which carries a FOREVER GUARANTEE that protects the consumer's investment

These core values provide the foundation for an exceptional student work program. A summer with Vector, or part-time work during the school year, builds confidence and interpersonal skills, in addition to time management, communication skills, and organizational abilities.

Vector Marketing Corporation is the sole distributor of CUTCO, "the world's finest cutlery™." A high quality line of kitchen cutlery and accessories, CUTCO has been manufactured in Olean, New York, since 1949.

### THE SALES POSITION

Vector's sales representatives schedule appointments and introduce prospective customers to CUTCO through one-on-one, in home demonstrations. Our products have been sold in just this way for over 55 years, and more than 14 million customers enjoy and use CUTCO in their kitchens every day.

Vector operates offices throughout the U.S. and Canada, under the leadership of a district manager and his/her staff. The office management team

provides sales representatives with training, on-going development and professional guidance. Because Vector has a strict "promote from within" policy, every member of the office management began working with us in the entry-level sales rep position.

### TRAINING AND DEVELOPMENT

New representatives participate in training, normally over three consecutive days, at the local office. This



*Flexible schedules allow time for other commitments*

initial training seminar is designed to instill confidence in the trainee who may have limited work experience. While the training is unpaid, most participants consider it to be a worthwhile and productive use of their time. The training program is interactive and engaging, with a focus on role-playing and building confidence. New reps learn to build rapport, identify needs, offer solutions, answer objections, and complete a sale. They practice listening skills and interpersonal communication throughout, and learn to become comfortable with many different types of people.

### SETTING APPOINTMENTS

As with any type of business, representatives get started with people they know. In training, representatives learn how to get referrals (a key element of any business transaction), This is how representatives grow their business.

Does this mean that within a few days or weeks, reps are meeting with people they don't know personally? Yes. Our referral program is based on a "friends of friends" approach which has proven to be quite effective. Representatives are advised to schedule appointments with married couples, or moms at home during the day. In addition, they learn how to qualify a prospect's likelihood to purchase, which optimizes the potential for a sale.

### CHALLENGES

Part-time work, summer jobs and internships offer students a chance to check out career options and learn about the world of work. Students who want to challenge themselves and have a positive attitude can grow tremendously with Vector. Here are some of the challenges to expect:

- Vector challenges your skills
- Vector challenges your self-image – you'll learn about your strengths and your weaknesses through both failure and success.
- Vector challenges your limits - to benefit from the program, you'll need to be committed to demands that may be new to you.

*"Working with Vector was one of the greatest experiences I've ever had. Even if sales is not your calling, Vector teaches you important skills such as relationship building, goal-setting and time management that can make any person successful, regardless of job title. I've carried the professional skills I learned with Vector into my business and professional life today."*

*~Mary Heim, Account Executive  
T-Mobile USA*